

# The Manufacturing Extension Partnership: Partnering for Manufacturing Innovation and Growth



\$3.5 billion new sales

\$1.9 billion investments

72,075 jobs created/retained



# The Manufacturing Extension Partnership: Making a Difference for Small Manufacturers

The National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership (MEP) works with small and mid-sized U.S. manufacturers to help them create and retain jobs, increase profits, and save time and money. The nationwide network provides a variety of services, from innovation strategies to process improvements to green manufacturing. MEP also works with partners at the state and federal levels on programs that put manufacturers in position to develop new customers, expand into new markets and create new products.

MEP field staff has over 1,400 technical experts – located in every state – serving as trusted business advisors, focused on solving manufacturers' challenges and identifying opportunities for growth. As a program of the U.S. Department of Commerce, MEP offers its clients a wealth of unique and effective resources centered on five critical areas: technology acceleration, supplier development, sustainability, workforce and continuous improvement.

Innovation is at the core of what MEP does. Manufacturers that accelerate innovation are far more successful than those who don't. By placing innovations developed through research at federal laboratories, educational institutions and corporations directly in the hands of U.S. manufacturers, MEP serves an essential role sustaining and growing America's manufacturing base. The program assists manufacturers to achieve new sales, lead to higher tax receipts and new sustainable jobs in the high paying advanced manufacturing sector.

As a public/private partnership, MEP delivers a high return on investment to taxpayers. No other program provides as much bang for the buck. For every one dollar of federal investment, the MEP generates \$32 in new sales growth. This translates into \$3.6 billion in new sales annually. For every \$1,570 of federal investment, MEP creates or retains one manufacturing job.

America needs a robust manufacturing base and MEP is critical to the small and mid-sized U.S. manufacturers who strengthen that base.

## What is MEP?

MEP is a nationwide system that helps manufacturers maximize their potential and grow their businesses. Since its inception in 1988, manufacturers have employed the resources of the MEP network to generate significant bottom-line efficiencies through the employment of lean manufacturing techniques and other productivity improvement tools. MEP's next generation of services is now helping companies boost top-line growth through a scientifically based process for developing and implementing new ideas.

MEP leverages over \$100 million of federal investment into a nearly \$300 million program by partnering with state and local governments and the private sector to provide a wealth of expertise and resources to manufacturers. Each year, MEP is hired by tens of thousands of manufacturers to solve problems, increase productivity, improve their economic competitiveness, and enhance their technological capabilities. As a result, MEP clients achieve higher profits, save time and money, invest in physical and human capital, and create and retain thousands of jobs. MEP is a nationwide system that accelerates manufacturers growth. MEP, through centers located in every state, provides companies with a consistent set of services – focusing on everything from process improvements to strategies for growth – that are tailored to fit company needs and address local issues.

## MEP Centers

MEP centers are non-profit organizations, partnering with the Federal government to offer products and services that meet the specific needs of the region's local manufacturers. Each center works directly with area manufacturers to provide expertise and services tailored to their most critical needs, which range from lean manufacturing and worker training to business practices and implementation of technology innovations. They are staffed by knowledgeable manufacturing and business specialists who have years of practical experience gained from working on the manufacturing floor and/or managing plant operations. MEP center staff also know the local business community and the available local resources.

MEP centers exist as a result of a partnership among the federal government, state/local governments and industry to help manufacturers. Centers are created through a competitive, merit-based process where funding is contingent upon successful annual reviews of each center. MEP centers are supported by cash contributions from public and private organizations that leverage the federal investment. In addition, center services are fee-based and designed to be flexible and responsive.

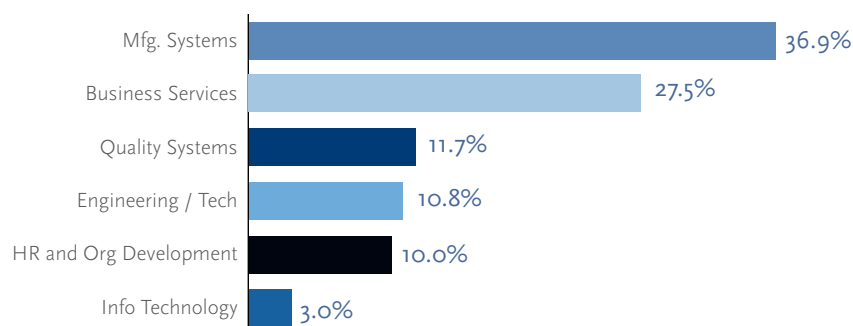
Centers provide a range and depth of services based on the needs of client firms. Typically, manufacturers begin their relationship with an MEP center through an assessment of the company's manufacturing and business operations.

The degree and type of assistance provided to each MEP customer is based on the particular needs of each manufacturer. Services can include education on new management topics; guidance in developing new products; support to reconfiguring their plants

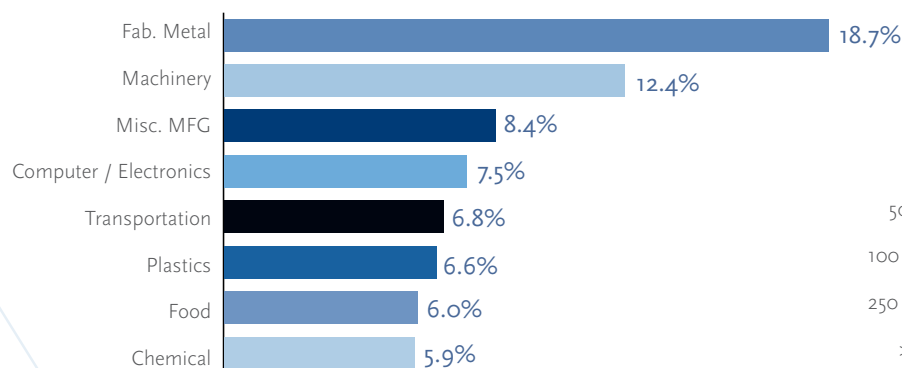
# 34,299

## Manufacturers served in FY2010

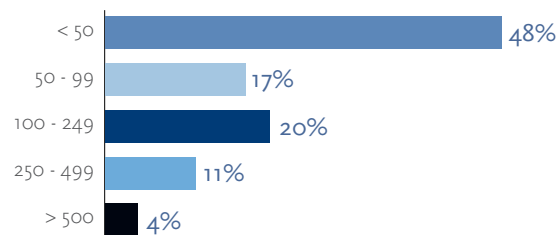
MEP completed over 430,000 customer engagements since the program's inception including technical assistance projects, training programs, networking events and long-term strategic support. These customers are typically manufacturers with fewer than 500 employees in a broad range of industry sectors – from food processors to machine shops to solid state circuitry assemblers. They are companies that need help solving a specific problem, want to implement new technologies, or hope to grow their businesses through the development or improvement of products.



Project Areas



Percent of MEP Clients Served, By Industry



Number of Employees

### FY 2009\* MEP CLIENT IMPACTS AS A DIRECT RESULT OF MEP ACTIVITIES

Increased/Retained Sales	\$8.4 billion
New Sales	\$3.5 billion
Retained Sales	\$4.9 billion
Cost Savings	\$1.3 billion
New Client Investments	\$1.9 billion
Jobs Created	17,721
Jobs Retained	54,354

\* Independent follow-up of clients with projects completed in FY2009. Of the 9,654 clients selected to be surveyed, 7,786 completed the survey in FY2010. Measures are a conservative snapshot of benefits. Recurring or cumulative benefits may be larger.

The NIST Manufacturing Extension Partnership is a nationwide system of resources, transforming manufacturers to compete globally, supporting greater supply chain integration, and providing access to technology for improved productivity. MEP is built around manufacturing extension centers locally positioned throughout the U.S. and Puerto Rico addressing the critical and often unique needs of America's manufacturers.